



DEFENSE LOGISTICS AGENCY
DEFENSE REUTILIZATION AND MARKETING SERVICE
FORWARD SUPPORT TEAM – OPERATIONS EUROPE
CMR 443 BOX 2000
APO AE 09096



IN REPLY
REFER TO

DRMO-OS/Ute Dornhecker

May 31, 2005

To: All DRMS FST Europe Sales Customers

Subject: New Sales Initiative

Dear Sir/Madam,

The Defense Reutilization and Marketing Service Forward Support Team Europe (DRMS FST-E) will be conducting a Sales Conference on 17 August 2005, and we would like you to attend. At this conference we will announce how DRMS FST-E will be conducting their new sales initiative, Term Local Sales based on commodities. We will discuss how it will affect you, and how you may still be involved if you are not a successful bidder. If you plan on attending please notify our office by the 10th of August, so we can plan accordingly. The point of contact for this will be Ms. Ute Dornhecker at ute.dornhecker@dla.mil or by phone 0611-380-7314.

This is the timeline we plan on following with our new initiative to fully utilize our collective expertise in creating a new partnership in the sales arena.

- 17 August 2005 – Pre-proposal Conference (Site to be announced)
- 01 September 2005 – Invitation for Bid (IFB) released and items available for screening.
- 07 September 2005 – Bid Opening of IFB (Site – DRMO Kaiserslautern)
- 08 – 20 September 2005 – Review of Bids, past history and facilities
- 21 September 2005 – Bid award
- 27 September 2005 – Post award conference (Site – DRMO Kaiserslautern)
- 04 October 2005 – Removals begin

We understand that this may create questions. We ask that you bring those with you to the Pre-proposal conference.

Jeffrey N. Leknes
Lt. Col, USAF
Chief DRMS FST-E